

ARKADEEP KARMAKAR

Sr.Inside Sales Manager

CONTACT



8918486130



arkadeepkarmakar07@gmail.com



Bangalore



www.linkedin.com/in/arkadeep-karmakar

EDUCATION

ICBM-SBE

2020-2022

PGDM in Marketing, Bussiness Analytics & IT

Dr.B.C.Roy Engineering College

2017-2020

BBA in Marketing

CERTIFICATIONS

- Fundamentals of digital marketing, GOOGLE
- Google ads certificate, GOOGLE
- SEO on youtube, UDEMY
- Conversion optimization winning strategy, UDEMY
- Digital marketing strategy, UDEMY
- Google display ads certifications

SKILLS

- Strategic Account Management
- Business Development
- Relationship Building
- Sales Forecasting
- Contract Negotiation
- Customer Relationship Management (CRM)
- Market Analysis
- Communication and Presentation
- Team Collaboration
- Problem Solving

RESEARCH PAPER

Written a research paper on "Customer perception".

PROFESSIONAL SUMMARY

Dynamic and results-driven B2B Account Manager with years of experience in cultivating strategic partnerships, driving revenue growth, and delivering exceptional client satisfaction. Proven track record of exceeding sales targets, fostering long-term relationships, and implementing innovative solutions to meet client needs. Seeking to leverage expertise in account management and business development to drive success.

WORK EXPERIENCE

SALES MANAGER

Buildnest Realty

October,2022-August,2023

- Negotiate contracts and complex real estate transactions
- Provide excellent customer service to clients
- Update and maintain client files
- Research and monitor the local real estate market
- Develop marketing campaigns for properties
- Utilize social media platforms to market properties
- Participate in open houses and home tours

SR.INSIDE SALES MANAGER

Simplilearn solutions Pvt. Ltd

August,2023- Present

- Manage a portfolio of key accounts, overseeing all aspects of the client relationship, including contract negotiation, product demonstrations, and ongoing support.
- Develop and execute strategic account plans to drive revenue growth, achieve sales targets, and expand market share.
- Collaborate cross-functionally with sales, marketing, and product teams to identify opportunities for upselling, cross-selling, and product enhancements.
- Conduct regular business reviews with clients to assess performance, address concerns, and identify opportunities for improvement.
- Serve as the primary point of contact for client inquiries, escalations, and issue resolution, ensuring timely and effective communication.
- Analyze market trends, competitor activities, and customer feedback to inform business decisions and enhance client satisfaction.
- Utilize CRM software to track sales activities, manage pipelines, and generate accurate forecasts.

WORKSHOPS

Digital marketing from IIDE

- SEO
- Google ads
- Ad design psychology
- Instagram marketing

Marketing Matrix from IIM Bangalore

- Strategic management
- Sales Funnel
- Negotiation
- Business analysis